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United Nations Institute for Training and Research

Unitar Online Catalogue

Masterclass on Key Cross-Cultural Negotiation Skills (in partnership with Qatar Debate)

Multilateral Diplomacy

Deadline: 1 Dec 2025

Type:	Workshop
Location:	Doha, Qatar
Date:	8 Dec 2025
Duration:	1 Hours
Programme Area:	Multilateral Diplomacy, , International Law
Website:	https://unitar.org/sustainable-development-goals/multilateral-diplomacy/our-por...
Price:	\$0.00
Event Focal Point Email:	dwnd@unitar.org
Partnership:	Doha Forum

BACKGROUND

The United Nations Institute for Training and Research (UNITAR) is proud to announce the fifth edition of World Negotiation Day with the generous supported by the Doha Forum. Doha World Negotiation Day 2025 will take place in collaboration with the much-anticipated Doha

Forum, in Doha (Qatar) on December 8th 2025 at Sheraton Grand (Doha Forum).

Uniting some of the world's most renowned contributors to peaceful negotiations, conflict resolution and climate solutions, Doha World Negotiation Day will provide a high-level forum to discuss the role of negotiation in today's challenging world. With an agenda comprised of speeches from esteemed officials from international organizations, the private sector and governments, as well as various panels surrounding topics of negotiation, peacemaking and diplomacy, the event provides valuable perspectives on emerging challenges and opportunities in the field.

Participants will also have the opportunity to attend an optional practical toolkit session on cross-cultural negotiation prior to the event.

EVENT OBJECTIVES

In line with UNITAR's core mandate, the aim of Doha World Negotiation Day is to foster a culture of peace, diplomacy, and cooperation, and to empower and build the capacities of diplomats and negotiators who are instrumental in carefully balancing national and collective interests.

The optional masterclass taking place prior to the main event will allow participants to explore matters of cross-cultural negotiation.

CONTENT AND STRUCTURE

11.00 - 12.00 - Masterclass on Key Cross-Cultural Negotiation Skills (in partnership with Qatar Debate).

- *Understanding Cultural Differences

- *Active Listening

- *Managing Anger

- *Managing Humor

- *Finding Cultural Connections

Please note that **the main event of the Doha World Negotiation Day 2025** will be held from **14:00 to 15:30**. Participants may choose to attend either [online](#) or [in-person](#). The session will provide a high-level forum to discuss the role of negotiation in today's challenging world.

ADDITIONAL INFORMATION

Kindly note that UNITAR will **not** cover accommodation, travel expenses or insurances for participants.

The event is made possible by the generously support by the Doha Forum and implemented in partnership with Qatar Debate.